



# P25 TRUNKING RADIO PRICING

**Catalog # 4313**  
**Expires 04/04/2015**

***Falcon Wireless***

**A Division of A2Z Communications, Inc.**

36 - 20th Avenue NW - Birmingham, AL 35215

Phone 205.854.2611 - Fax 205.853.6178

Web: [www.falconwireless.net](http://www.falconwireless.net) - Blog: <http://falconinfo.blog.spot.com>

Duns Number - 106912181

Registered SAM Supplier - Cage No.1CK23

**Prices effective April 4, 2014**

All stated specifications are subject to change without notice or obligation. All radios are FCC Type Accepted and CAP Compliant. Please call Falcon Wireless Contract Support at 205.854.2611 for assistance as required.

## Introduction

This contract allows Mississippi government agencies to purchase BK Radio P25 portable, mobile, and base radios as well as portables, mobiles, and tactical single or multi-band repeaters from Relm Wireless as plus Thales quad band portable radios available at special contract pricing for all government agencies. Falcon Direct (sister company to Falcon Wireless) is an approved Federal GSA vendor for BK Radio.

## Terms and Conditions

Normal delivery when purchased directly through Falcon Wireless - 15 days ARO  
Shipping Charges - Included (UPS Ground)  
Payment Terms - Net 30 days, 3% discount for Net 10, or by MasterCard, or VISA  
Programming - \$25 per radio (1-24), \$15 (25-49), \$10 (50 up)  
Installation - Call 205.854.2611 for quote  
Special accessories - Can be added at market prices. Call 800.489.2611 for quote  
Warranty - BK Radio P25 portable, mobile radios, base stations & repeaters - 2 years  
Warranty on BK Radio accessories - 1 year

## P25 EZ-Buy Quick Guide

To order, pick the desired model and options from the following price schedules. Reference MSWIN Contract Numbr 4313. You can mail your order to:

Falcon Wireless - #36 - 20th Avenue NW - Birmingham, AL 35215 - Attn: Burch Falkner

Orders can also be placed by phone to 205.854.2611, by fax to 205.853.6178, by email to [sales@falcondirect.com](mailto:sales@falcondirect.com) or at our on-line store at [www.bestpriceradio.com](http://www.bestpriceradio.com) and entering *P25 Trunking* in the Search box at the top of the page.

## P25 Government Standard Trunked Analog/Digital Radios

Radios quoted herein are fully compatible with the MSWIN 700 MHz trunking system and can be upgraded to P25 when desired. Choose from the highest powered VHF portable radios available with your choice of low tier (non-keypad), mid tier (partial keypad with display) or high tier with display and full keypad from BK Radio. The Thales portable is a quad band portable radio with VHF, UHF, 700 and 800 MHz capability and is fully compatible with both the MSWIN and Alabama 700 MHz systems.

Both dash mount and remote mount mobile radios are available from BK Radio in standard or high power (remote mount) models. Desktop base stations are available from BK Radio.

Repeater stations are available from BK Radio that can be operated in a conventional mode or integrated with the third party trunking infrastructure provider of your choice.

## BK Radio P25 VHF Trunking Radio Pricing

Get the quality you want at half the price you would expect to pay for an American made P25 700/800 MHz trunking radio from BK Radio, a division of Relm Wireless. Prices below are for 700/800 MHz trunking models. UHF and VHF models are optionally available as well as lower cost conventional models. You can pay more, but you can't buy better than BK Radio!



### BK Radio KNG-P800 Series Portable w/ KZA0579 Trunking

The KNG-P800 is a tough, reliable and proven American made product with 3 watts of 700/800 MHz power (6 watts VHF or 4 watts UHF), more channels (2048) than you'll ever need, yet it is affordably **Contract priced at just \$2,404** including Lithium-Ion battery, rapid desk charger and clip. Add \$50 for programming Think it's tough enough to meet your needs? Check out the Reliability Videos referenced below. You won't believe the punishment this radio can take

Measures just 5.5 x 2.5 x 1.8 inches. Weighs only 16.0 with battery (ounces)

Brochure available at [www.info4u.us/KNG\\_Series.pdf](http://www.info4u.us/KNG_Series.pdf)

Reliability videos available at [www.relm.com/Video/index.asp](http://www.relm.com/Video/index.asp)

### BK Radio KNG-M800 Mobile with KZA579 Trunking



Our best offering in a P25 analog/digital mobile radio is available in your choice of 700/800 MHz, VHF, or UHF, front or rear mount, with 35 watts of 700 MHz power, 2048 channels, scan, 2-tone paging, MDC1200 User ID, and much more. Compact and rugged with dash or rear mount models. Meets MIL-SPEC 810F, yet at prices starting affordably with **Contract pricing of just \$2,590** for the 35 watt dash mount standard touch screen display model. Microphone sold separately. You can include a keypad microphone which provides field programming capability for just \$105 more. A rear mount remote kit is optionally available as well as a high power internal RF amplifier. See accessory pricing on the following pages for more options. Prices include installation kit (KAA0630) and speaker (KAA0261). Add \$50 for programming.

Measures just 8.5 x 2.5 x 6.5 inches. Weight 7.5 pounds

Brochure available at [www.info4u.us/KNG-Mobile.pdf](http://www.info4u.us/KNG-Mobile.pdf).

## BK Radio Base/Repeater Station Radios

The KNG mobile is available with an optional base station power supply as shown. Choose from an optional cost mobile, programming, or desktop microphone to complete your fixed station requirements. BK Radio also offers a unique portable repeater station that is available in VHF, UHF, 700/800 MHz, mixed, or all three bands with power choices from 5 to 100 watts. These custom configured stations are ideal for multi-band interoperability, field tactical use, or as a back up repeater. See <http://falconinfo.blogspot.com/2012/08/rapid-deployment-repeater-study-in.html>.

## Base/Repeater Station Radio Pricing



### BK Radio KNG-B Series Base Station

BK Radio KNG-B Series VHF P25 desktop trunking radio is affordably **Contract priced at just \$3,873** including AC power supply. The standard palm type mobile microphone is included, or you can choose a palm type microphone with keypad for field programming for an additional \$182. See accessory pricing on the following pages to select the microphone of your choice. Brochure available at [www.info4u.us/rdpr.pdf](http://www.info4u.us/rdpr.pdf).

For pricing on antenna systems, please call 205.854.2611



## BK Radio Tactical P25 Tri-Band Digital Repeater

The heart of the RDPR tactical repeater is a pair of KNG portable radios. They can be VHF, UHF, or 700/800 MHz, either conventional or trunked with 3/6 watts of power (30 to 110 watts optional), with or without power supply (AC, Battery, or Solar), transportable or fixed and regardless of configuration of a single band P25 repeater! For an example, go to the link on the previous page and the link below. Then give us a call at 205.854.2611 and get a quote for what YOU need!

See: [www.relmservice.com/manuals/BK/RDPR\\_Owner.pdf](http://www.relmservice.com/manuals/BK/RDPR_Owner.pdf) for more information about the incredible RDPR tactical repeater!

Detailed pricing on BK Radio products is as follows:

## BK Radio KNG P25 Series Digital Trunking Portables

<b>KNG - P150T2</b>	136-174 MHz, 2048 channels, APCO P25, 6 Watt Digital/Analog	\$ 2,160.00
<b>KNG - P400T2</b>	380-470 MHz, 2048 channels, APCO P25, 4 Watt Digital/Analog	\$ 2,160.00
<b>KNG - P500T2</b>	440-520 MHz, 2048 channels, APCO P25, 4 Watt Digital/Analog	\$ 2,160.00
<b>KNG - P800T2</b>	763-870 MHz, 2048 channels, APCO P25, 3 Watt Digital/Analog	\$ 2,160.00

Prices for Limited Display Radio only. Add \$66 for full keypad. Antenna, battery, clip and charger sold separately  
UHF, and 763/870 MHz models used as a part of the RDPR Repeater system.

## BK Radio KNG P25 Series Digital Portable Radio Accessories

<b>Antennas</b>			<b>Cases</b>		
<b>KAA0810L</b>	<b>VHF, SMA (136-174 MHz)</b>	<b>\$ 22.00</b>	<b>KAA0400</b>	<b>Belt Clip KNG Series</b>	<b>\$ 17.00</b>
KAA0810G	VHF, SMA Heavy Duty	\$ 37.00	KAA0421	KNG Series Leather Case	\$ 50.00
KAA0815	UHF, SMA (380-470 MHz)	\$ 17.00	RDRCC	12 Cavity Carrying Case	\$ 642.00
KAA0816	UHF, SMA (440-520 MHz)	\$ 17.00	KAA0447	Chest Carrying Case, Orange	\$ 44.00
KAA0825	UHF, SMA (764-870 MHz)	\$ 22.00	KAA0447A	Chest Carrying Case, Black	\$ 44.00
OMT-V	VHF 150-160 MHz 3.5 dB Flex	\$ 40.00	<b>Chargers</b>		
<b>Batteries</b>			<b>KAA0300</b>	<b>Rapid Rate Desktop</b>	<b>\$99.00</b>
<b>KAA0100</b>	<b>Li-Ion, 1950mAH</b>	<b>\$106.00</b>	KAA0301	6-Bay Rapid Rate Desktop	\$515.00
KAA0101	Li-Ion battery, 3600 mAH	\$149.00	<b>Programming Services and options</b>		
KAA0101S	Intrinsically safe 1950 mAH	\$132.00	<b>FWD-PGM1</b>	<b>Program 1-25 radios (each)</b>	<b>\$50.00</b>
KAA0120	"AA" Clam Shell	\$43.00	FWD-PGM2	Program 25-49 radios (each)	\$40.00
<b>Speakers and Microphones</b>			FWD-PGM3	Program 50+ radios (each)	\$30.00
<b>KAA0200</b>	<b>Rugged Speaker microphone</b>	<b>\$106.00</b>	KAA0700	Cloning Cable	\$ 182.00
<b>Upgrade Options</b>			KAA0710	KNG Programmable Cable	\$ 83.00
KZA0583	Intrinsically Safe	\$116.00	KAA0732	Software – KNG-P150 Editor	\$ 99.00
KZA0577	DES / AES Encryption	\$191.00	KAA0587	Key Loader cable KNG	\$ 165.00
KZA0570	OTAR Programming	\$321.00	KAA0212	Side Connect KNG to Hirose	\$ 84.00
T3KP-DSP	Add full Keypad	\$ 66.00	<b>Trunking Options</b>		
<b>Extended Warranty</b>			(KZA0579)	Delete 9600 baud trunking	(\$436.00)
LFW0012	Extend warranty to 3 years	\$ 95.00	Call 205.854.2611 for pricing on lower priced conventional radios		
LFW0024	Extend warranty to 4 years	\$ 119.00			
LFW0036	Extend warranty to 5 years	\$ 132.00			

BK Radio P25 Digital Trunking Mobile and Accessory prices as well as prices for the RDPR portable repeater follow on the next page.

## BK Radio KNG P25 Series Digital Trunking Mobiles

<b>KNG – M150</b>	136-174 MHz, 2048 channels, APCO P25, 50 Watt Digital/Analog	\$ 2,415.00
<b>KNG – M400</b>	380-470 MHz, 2048 channels, APCO P25, 45 Watt Digital/Analog	\$ 2,415.00
<b>KNG – M500</b>	440-520 MHz, 2048 channels, APCO P25, 40 Watt Digital/Analog	\$ 2,415.00
<b>KNG – M800</b>	763-870 MHz, 2048 channels, APCO P25, 35 Watt Digital/Analog	\$ 2,415.00

**Prices for radio installation kit and speaker - Microphone not included**  
UHF, and 763/870 MHz models used as a part of the RDPR Repeater system.

## BK Radio KNG P25 Series Digital Mobile Accessories

<b>Antennas &amp; Mounts</b>			<b>Remote Control Heads</b>		
<b>ANTENNA1</b>	<b>VHF ¼ Wave 136-174 MHz</b>	<b>\$ 9.00</b>	KAA0660	Plug & Play Remote Head	\$964.00
<b>ANTENNA2</b>	<b>VHF, 5/8 Wave 144-174 MHz</b>	<b>\$ 27.00</b>	Requires remote cable & install kit – See Below		
<b>MOUNT1</b>	<b>Roof Mount w/cable &amp; connector</b>	<b>\$14.00</b>	KAA0635	8' Remote mount cable kit	\$179.00
<b>MOUNT1</b>	<b>Trunk/Gutter mount w/17' cable</b>	<b>\$18.00</b>	KAA0636	17' Remote mount cable kit	\$198.00
<b>MOUNT3</b>	<b>Magnet Mount w/cable/connector</b>	<b>\$28.00</b>	KAA0637	25' Remote mount cable kit	\$220.00
<b>Microphones &amp; Speakers</b>			KAA0638	Remote mount install kit	\$ 86.00
<b>KAA0276</b>	<b>Standard mobile microphone</b>	<b>\$176.00</b>	<b>Programming Services and options</b>		
KAA0258	Desktop microphone, low profile	\$ 99.00	<b>FWD-PGM1</b>	<b>Program 1-25 radios (each)</b>	<b>\$50.00</b>
KAA0290	Programming microphone	\$281.00	FWD-PGM2	Program 25-49 radios (each)	\$40.00
KAA0261	20W External speaker w/bracket	\$ 33.00	FWD-PGM3	Program 50+ radios (each)	\$30.00
<b>Upgrade Options</b>			KAA0700	Cloning Cable	\$ 363.00
KZA0589	Factory installed vote scan	\$ 60.00	KAA0710	KNG Programmable Cable	\$ 83.00
KZA0576	DES / AES Encryption	\$190.00	KAA0732	Software – KNG-P150 Editor	\$ 99.00
KZA0580	OTAR Programming	\$321.00	<b>Power and Trunking Options</b>		
KAA0589	GPS Option	\$459.00	KNG-B	Add AC power & desk microphone	\$1,458.00
<b>Extended Warranty</b>			KZA0154	Upgrade 60W VHF mobile to 110W	\$231.00
LFW0012	Extend warranty to 3 years	\$ 95.00	(KZA0569)	Delete 9600 baud trunking	(\$436.00)
LFW0024	Extend warranty to 4 years	\$ 119.00	<b>Vehicle Intercom System – Call 205.854.2611 for quote</b>		
<b>LFW0036</b>	<b>Extend warranty to 5 years</b>	<b>\$ 132.00</b>			

The RDPR tactical repeater can provide an in-band VHF, UHF, 700 or 700/800 MHz repeater as a backup for a conventional fixed repeater, or can be used as a temporary repeater connected to AC power, internal or external batteries, or even solar power. It can function as a crossover from analog to digital or as a cross band repeater to link VHF to UHF, VHF to 700/800 MHz. It can be connected portable or fixed station antennas, duplexers, or high power amplifiers (either internal or external). It all starts with the Universal portable case controller. To that, you simply add the radios and accessories required to accomplish your objectives.

## BK Radio KNG RDPR Universal Portable Repeater System

<b>RDPR-HP</b>	Universal portable repeater case with radio interface kit for KNG portable radios (RIKNG), power cable assembly (PWRCBLHP) and space for internal mounting of an in-band duplexer (VHF, UHF, 700/800 MHz or high power (45 watt) amplifier.	<b>\$1,980.00</b>
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**Radios not included. Select from the RDPR Accessories below**  
UHF, and 763/870 MHz models used as a part of the RDPR Repeater system.

Accessory Prices for the RDPR Universal Portable Repeater System  
follow on the next page.

## BK Radio KNG RDPR Accessories

<b>Radios – Choose any two</b>			<b>Power Options - Electrical</b>		
KNG-P150	VHF P25 6 watt 136-174 MHz radio	\$2,160.00	VARDPR	12 VDC vehicle charging adapter	\$19.00
KNG-P400	UHF P25 4 watt 380-470 MHz radio	\$2,160.00	4004-40012-001	Add 7 Ah battery to system	\$86.00
KNG-P500	UHF P25 4 watt 440-520 MHz radio	\$2,160.00		Requires AC wall charger – See below	
KNG-P800	763-870 MHz 3 watt portable radio	\$2,160.00	WCRDPR	AC wall charger for use with 7 Ah internal battery (See above)	\$47.00
<b>Internal Duplexers*</b>			<b>Power Options – RF (On one radio only)</b>		
LZA3015B	VHF duplexer -148-160 MHz	\$678.00	LZA0151	Add 45 watt internal power amplifier (Not compatible with internal duplexer)	\$850.00
LZA3015B	UHF duplexer 400 – 520 MHz (Choose any 10 MHz range)	\$678.00			
* Note: Minimum 5 MHz frequency separation required			<b>Programming Services and options</b>		
<b>Upgrade Options (Per Radio)</b>			FWD-PGM1	Program 1-25 radios (each)	\$50.00
KZA0577	DES / AES Encryption	\$288.00	FWD-PGM2	Program 25-49 radios (each)	\$40.00
KZA0578	OTAR Programming	\$485.00	FWD-PGM3	Program 50+ radios (each)	\$30.00
<b>Extended Warranty (Per Radio)</b>			KAA0700	Cloning Cable	\$ 100.00
LFW0012	Extend warranty to 3 years	\$ 99.00	KAA0710	KNG Programmable Cable	\$ 125.00
LFW0024	Extend warranty to 4 years	\$ 119.00	KAA0730	Software – KNG-P150 Editor	\$ 90.00
LFW0036	Extend warranty to 5 years	\$ 132.00	<b>Trunking Options (Per Radio)</b>		
			(KZA0569)	Delete 9600 baud trunking	(\$436.00)

As we conclude our BK Radio offerings, we would like to point out that all radios quoted have trunking capability with up to 2048 channels. If you have applications requiring P25 but not trunking, we offer a MUCH less version with a similar radio. If you do NOT need trunking, the T2 Series may be just right for you. In appearance, features, and performance, the T2 is comparable in virtually all respects to the regular KNG series portables. It only has 512 channels and can not be upgraded to trunking, but if that is not a problem for you, the T2 may be worth considering. You can check it out at <http://falconinfo.blogspot.com/2011/07/new-s-series-p25-portable-radio-beats.html>.

You may have noted that the KNG models quoted all have trunking capability. If you don't have an immediate need for trunking, you can save yourself over four hundred dollars (\$436 to be exact) by deleting the trunking capability (KZA0569) which is applicable to both portables and mobiles.

On the following pages, we will provide a brief introduction to Falcon Wireless as well as the standard factory warranty for BK Radio (Relm Wireless).

Thank you for the opportunity of sharing this information. We look forward to serving you!

The Falcon Team  
At your service!

MWWIN P25 Catalog.doc 04/2014

# Falcon Wireless

A Division of A2Z Communications, Inc.

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## **Over 50 years of service and still going strong!**

Hi, my name is Burch Falkner, founder and CEO of the Falcon family of companies. I would like to introduce you to my working associates, the companies we serve, a few of our customers, and provide a general overview of our accomplishments and capabilities. Our business is wireless communications. We know it well and look forward to applying our resources and talents toward serving YOU!

There are two Falcon entities, the oldest, dating back to 1989 is known as Falcon Direct. Today, Falcon Direct primarily serves our worldwide Internet customers as well as providing R&D, Engineering, Manufacturing, and Customer Support functions. Falcon Wireless, began operations in 1996 to serve local area paging (we owned our own network) and cellular customers from three stores in Center Point, Palmerdale, and Roebuck (all eastern suburbs of Birmingham, AL).

By early 2000 we were working under contract for Livermore and Sandia Laboratories in the development of covert communications technology used in association with classified weapons detection systems. Our efforts in this field have continued through the present to combine cellular detection and reporting technology for U.S. military installations around the world. .

Today, the two companies - Falcon Direct and Falcon Wireless operate as subsidiaries of our parent organization; A2Z Communications, Inc. We serve as senior indirect channel representatives with ICOM, Relm Wireless (BK Radio), and Hytera USA, Ritron, Inc., TecNet, and US Alert among others.

Our staff includes Phil Rich, PE Chief Technical Officer, Suzanne Falkner, Chief Financial Officer, Candice Staggs with over 15 years of service as Director of Customer Service, Joy Jones, who just celebrated 7 years of service in marketing and director of Amazon sales activities and field service support and eBay sales as well as in house Information Technology services.

In the field of digital communications, we have been involved in the move from analog to digital since the inception of CDMA, FDMA, and TDMA technology. We are a leading provider of NXDN equipment worldwide with customers as far away as Oman. We are a leading provider of DMR systems, especially to the healthcare and transportation industries, and a pioneer in P25. We have been a strong supporter of P25 for public safety communications as is evidenced by doing a search on the word "P25" at our Blog site (<http://falconinfo.blogspot.com>)

Names of Falcon Wireless P25 users available on request. Thales users include the University of Alabama and Perry County E911. DMR and NXDN user names also available if desired by calling Falcon Wireless Direct at 205.854.2611 or by email to [ServingU@falcondirect.com](mailto:ServingU@falcondirect.com). Product warranties are included on the following pages.

## **RELM Wireless Corporation-BK Radio Standard Two Year Limited Warranty**

### **Warrantor:**

RELM Wireless Corporation ("RELM" or "Warrantor").

### **Elements of Warranty:**

RELM Warrants, to the original purchaser, for a period of two (2) years, new commercial radio equipment of the Warrantor's manufacture (hereinafter referred to as the Product) to be free from defects in material and workmanship with only the limitations or exclusions set out below.

### **Exceptions to Warranty:**

The duration of the warranty shall be one (1) year for battery chargers, rechargeable batteries and all other accessories. Rechargeable batteries will be replaced during the applicable warranty period if: the battery capacity falls below 80% of rated capacity or the battery develops leakage. This warranty shall not cover rechargeable batteries if: any of the seals on the battery enclosure or cells are broken or show evidence of tampering. the damage or defect is caused by charging or using the battery in equipment of service other than the product for which it is specified.

### **Warranty Duration:**

This Warranty shall terminate and be of no further effect two (2) years from the commencement of the warranty period except as noted above or at the time the Product is (a) damaged or not maintained as reasonable and necessary; (b) modified; (c) improperly installed; (d) missing the original serial number or it is made illegible; (e) is repaired by someone other than Warrantor or Authorized Warranty Repair Station for a defect or malfunction covered by this Warranty; (f) disassembled or repaired in such a manner as to adversely affect performance or prevent adequate inspection and testing to verify any warranty claim; or (g) used in a manner or purpose for which the Product was not intended or in an environmental condition for which the Product was not intended.

### **STATEMENT OF REMEDY:**

In the event that the Product does not conform to this warranty at any time while this warranty is in effect, Warrantor will repair or recondition the defect and return it to you without charge for parts, service or any other cost incurred by the Warrantor or its representatives in connection with the performance of this warranty. THE WARRANTY SET FORTH ABOVE IS THE SOLE AND EXCLUSIVE WARRANTY PERTAINING TO THE PRODUCT AND IS IN LIEU OF AND EXCLUDES ALL OTHER WARRANTIES OF ANY NATURE WHATSOEVER, WHETHER EXPRESS, IMPLIED OR ARISING BY OPERATION OF LAW, INCLUDING, BUT NOT LIMITED TO ANY IMPLIED WARRANTIES OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE. THIS WARRANTY DOES NOT COVER OR PROVIDE FOR THE REIMBURSEMENT OR PAYMENT OF INCIDENTAL OR CONSEQUENTIAL DAMAGES. Some States do not allow this exclusion or limitation on incidental or consequential damages, so the above limitation or exclusion may not apply to you.



**Legal Remedies:**

This Warranty gives you specific legal rights, and you may also have other rights which vary from state to state. This warranty is void outside of the United States of America.

**Warranty Repair:**

To obtain warranty repair, pack the Product carefully and include a note describing the specific defect that has caused you to return it. For your protection, it is advisable to insure the parcel against loss or damage. The Product (with evidence of original installation or purchase) should be shipped or delivered (by UPS or insured parcel post), freight prepaid, to Warrantor at RELM Wireless Corporation, 7100 Technology Drive, West Melbourne, Florida 32904 or any Authorized Warranty Repair Station. The Product will be returned freight prepaid.

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